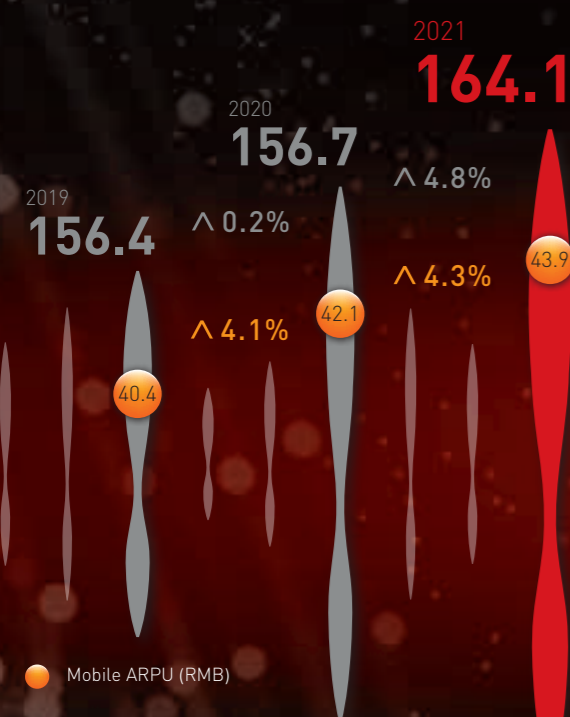


PERFORMANCE HIGHLIGHTS

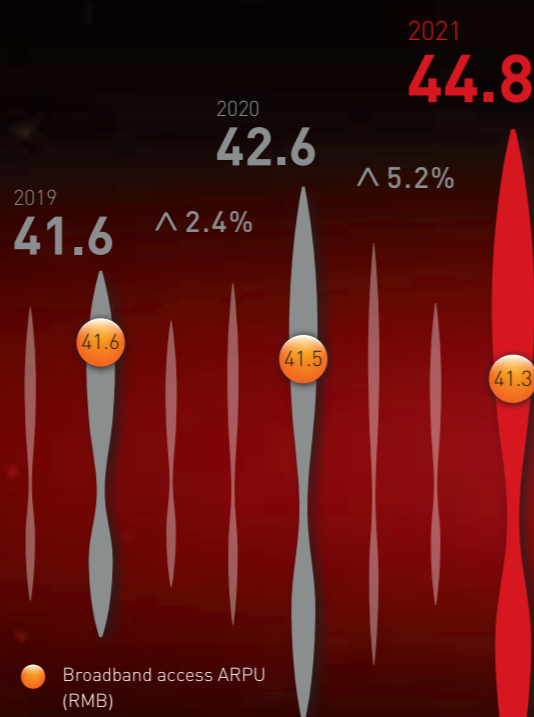
Strengthening Economy of Scale: Steady Growth in Basic Businesses

Stepping up Innovation-driven Development: Rapid Growth in Innovative Businesses

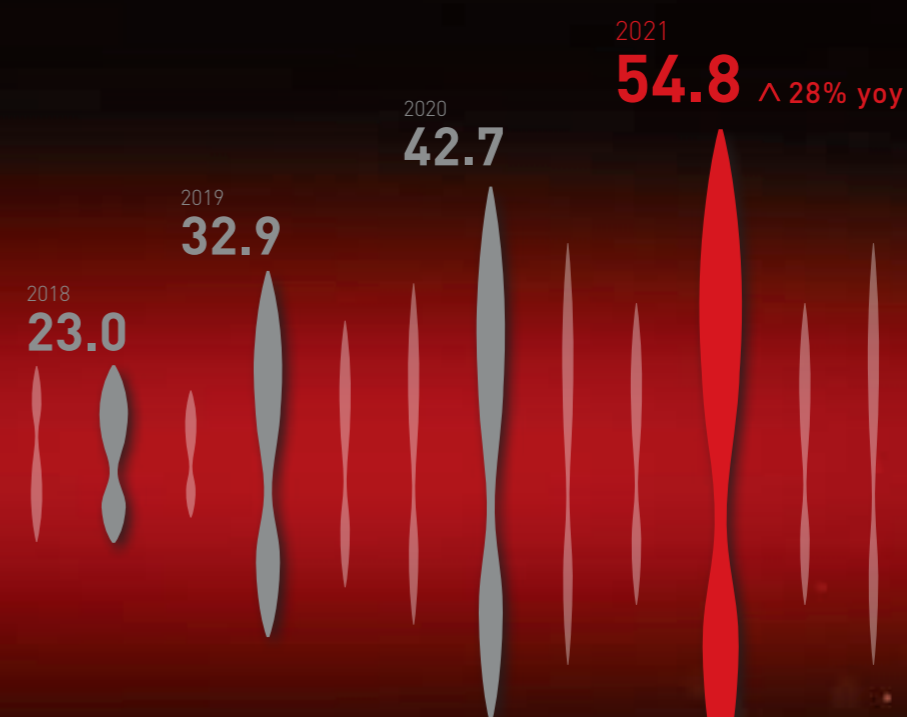
MOBILE SERVICE REVENUE (RMB BIL)



BROADBAND ACCESS REVENUE (RMB BIL)



INDUSTRY INTERNET BUSINESS REVENUE (RMB BIL)



KEY FINANCIAL DATA	2021	2020	Change YoY
Operating Revenue (RMB billions)	327.85	303.84	7.9%
Of which: Service Revenue (RMB billions)	296.15	275.81	7.4%
EBITDA ¹ (RMB billions)	96.32	94.14	2.3%
As % of Service Revenue	32.5%	34.1%	-1.6pp
Net Profit ² (RMB billions)	14.37	12.49	15.0%
Basic EPS (RMB)	0.470	0.408	15.0%
Free Cash Flow ³ (RMB billions)	41.68	37.90	9.9%
Dividend per share ⁴ (RMB)	0.216	0.164	31.7%

Note 1: EBITDA represents profit for the year before finance costs, interest income, share of net profit of associates, share of net profit of joint ventures, other income-net, income tax expenses, depreciation and amortisation. As the telecommunications business is a capital intensive industry, capital expenditure and finance costs may have a significant impact on the net profit of the companies with similar operating results. Therefore, the Company believes that EBITDA may be helpful in analysing the operating results of a telecommunications service operator like the Company. However, it is a non-GAAP financial measure which does not have a standardised meaning and therefore may not be comparable to similar measures presented by other companies.

Note 2: Net profit represented profit attributable to equity shareholders of the Company.

Note 3: Free cash flow = operating cash flow — CAPEX.

Note 4: The Board proposed a final dividend for the year 2021 of RMB0.096 per share. Together with the 2021 interim dividend of RMB0.120 per share already distributed, the total dividend for the year 2021 amounted to RMB0.216 per share.